



**Clark County Department of Job and Family Services  
By and through the authority of the  
Board of Clark County Commissioners**

**REQUEST FOR PROPOSALS (RFP)**

**RFP: 21-SFY-01**

**For: OhioMeansJobs (OMJ) of Clark County  
Workplace/Job Readiness Facilitation and Computer Lab Assistant**

**PROGRAM DATES: October 18, 2020 through September 30, 2021**

**Offered By:**

**Clark County Department of Job and Family Services  
1345 Lagonda Avenue  
Springfield, Ohio 45503  
(937) 327-1700**

**PROPOSAL DUE DATE:**

**September 3, 2020**

**10:00 a.m.**

**PROPOSALS SUBMITTED TO:**

**Clark\_Contract\_Development@jfs.ohio.gov**

## Table of Contents

<b>1. Purpose, Project Information, and General Procedures .....</b>	<b>3</b>
1.1. <i>Purpose</i> .....	3
1.2. <i>Anticipated Procurement Timetable</i> .....	3
1.3. <i>Internet Question and Answer Period; RFP Clarification Opportunity</i> .....	4
1.4. <i>Communication Prohibitions</i> .....	5
<b>2. Scope of Work.....</b>	<b>5</b>
2.1. <i>Target Population</i> .....	6
2.2. <i>Demonstration of Experience</i> .....	6
2.3. <i>Specification of Deliverables</i> .....	7
2.4. <i>Expected Outcomes</i> .....	7
2.5. <i>Reporting Requirements</i> .....	7
<b>3. Format for Organization of the Proposal.....</b>	<b>8</b>
3.1. <i>Technical Proposal</i> .....	8
3.2. <i>Cost Proposal</i> .....	12
<b>4. Proposal Submission .....</b>	<b>13</b>
<b>5. Proposal Review, Scoring, and Contract Award.....</b>	<b>13</b>
5.1. <i>Scoring of Proposals</i> .....	14
5.2. <i>Review Process Caveats</i> .....	14
5.3. <i>Final Selection</i> .....	15
<b>6. Protests.....</b>	<b>15</b>
<b>7. Additional Documents and Clauses .....</b>	<b>16</b>
7.1. <i>Changes to the RFP</i> .....	16
7.2. <i>Proposal Costs</i> .....	16
7.3. <i>Proposal Submissions as Public Record</i> .....	16
7.4. <i>Contractual Requirements</i> .....	16
7.5. <i>Limitations</i> .....	17
7.6. <i>Compensation Structure</i> .....	17
<b>8. Forms.....</b>	<b>17</b>
8.1. <i>Contractor Assurances Form</i> .....	17
8.2. <i>Campaign Contribution Declaration</i> .....	17
8.3. <i>Personal Property Tax Statement</i> .....	17
8.4. <i>Independent Contractor/Worker Acknowledgment</i> .....	17
8.5. <i>Certification of Compliance with County Insurance Requirements</i> .....	18
8.6. <i>Non-Collusion Affidavit</i> .....	18

## **1. Purpose, Project Information, and General Procedures**

### **1.1. Purpose**

The Board of Clark County Commissioners (“Board”) intends to award a contract(s)/sub-grant agreement(s) to one or more provider(s), as appropriate in the judgement of the Board for its Department of Job and Family Services (Department). “Provider” means any person or organization capable of providing the services described herein. For the purposes of this RFP document, the Board and the Department will sometimes be collectively referred to as “County.” The potential provider will sometimes be referred to as “bidder” “provider” “proposer” “contractor” and “applicant” interchangeable throughout this RFP and related documents.

Board releases this RFP for potential multiple awards to qualified provider(s) to facilitate Soft Skills in the Workplace/Job Readiness Workshops and provide a Computer Lab Assistant in accordance with the guidelines outlined below in a manner well-tailored to meet the needs and challenges of the individuals. Department will administer the contract(s) once executed by all parties.

Contracts will be awarded for a one (1) year term. There will be a potential additional second year extension at the discretion of the Board. There is no minimum contract award and requests cannot exceed the total amount of the RFP.

Contract will be funded utilizing Comprehensive Case Management and Employment Program (CCMEP), Workforce Innovation and Opportunity Act (CFDA 17.258), and Temporary Assistance for Needy Families (TANF) (CFDA 93.558). TANF funding requires that programs utilizing this funding are designed to achieve at least one of the following:

- Purpose #1 – Assisting needy families so that children may be cared for in their own homes
- Purpose #2 – Reducing the dependency of needy parents by promoting job preparation, work, and marriage
- Purpose #3 – Preventing out-of-wedlock pregnancies
- Purpose #4 – Encouraging and promoting the formation of two-parent families

Department will provide all pre-enrollment activities. This includes eligibility determination, assessments, and case management.

### **1.2. Anticipated Procurement Timetable**

DATE	EVENT/ACTIVITY
August 14, 2020	Board releases RFP. Q&A period opens. <ul style="list-style-type: none"><li>• RFP becomes active.</li><li>• Proposers may submit inquiries for RFP clarification.</li></ul>
August 21, 2020	Q&A Period Closes 10:00 a.m. (for inquiries for RFP clarification). <ul style="list-style-type: none"><li>• No further inquiries for RFP clarification will be accepted.</li></ul>
August 25, 2020	Department provides Final Question & Answer document.
September 3, 2020	<b>Deadline for Proposers to Submit Proposals (10:00 a.m.).</b> <ul style="list-style-type: none"><li>• This is the proposal opening date, beginning of the process of review.</li></ul>
September 17, 2020	Letter of intent to award contract(s)/Sub-grant agreements issued. <ul style="list-style-type: none"><li>• All Proposers notified.</li></ul>
October 9, 2020	Contracts submitted to Board for approval.
October 18, 2020	Service provision begins.

**IMPORTANT:** Department and Board reserve the right to revise, with reasonable notice given, this schedule in the best interest of Department and/or to comply with any applicable County, State, or Federal procurement procedures and regulations. Board has the sole authority to bind the Department into contract. The letter of intent to award is not binding. Since the letter of intent to award is not binding, any costs incurred by proposer prior to Board's award may not be recovered.

### 1.3. Internet Question and Answer Period; RFP Clarification Opportunity

Should Proposer experience technical difficulties accessing Department's website where the RFP and its related documents are published, they may contact Contract Developer at [Clark\\_Contract\\_Development@jfs.ohio.gov](mailto:Clark_Contract_Development@jfs.ohio.gov).

Who may ask questions?	Potential proposers may ask clarifying questions regarding this RFP.
When and how can I ask a question?	Potential proposers may ask clarifying questions regarding this RFP via email during the Q&A Period as outlined in Section 1.2.
To whom do I address the question?	A potential proposer must submit all questions in writing, via email to <a href="mailto:Clark_Contract_Development@jfs.ohio.gov">Clark_Contract_Development@jfs.ohio.gov</a>
How do I correctly ask a question? <sup>1</sup>	<p>To ensure timely receipt of all questions, "RFP # 21-SFY-01 - Request for Clarification" must be written in the subject line of emailed questions.<sup>1</sup></p> <p>Questions about this RFP must reference the relevant part of this RFP.<sup>2</sup> Please provide the heading and provision section under question, and the page number of the RFP where the provision can be found.</p> <p>The potential proposer must include the name of a representative to contact, the company/organization name, and business phone number and email address of representative</p>
How will my answer be returned?	<p><b>Potential proposers will not receive personalized or individual email responses</b> to their properly submitted individual questions.</p> <p>Department will respond to all questions asked via email. Response will be posted on the Internet website dedicated to this RFP. Clarifying questions asked and Board responses to such questions comprise the "Q&amp;A Document" for this RFP</p> <p>Responses will include the relevant page number, heading, and provision in question. Proposals in response to this RFP are to take into account any information communicated by county in the Final Q&amp;A Document for the RFP.</p>
Can I view previous RFP's and Proposals for this Program?	Yes. Requests from potential proposers for copies of previous RFPs, past proposals, score sheets, or contracts for this or similar past projects, are <b>Public Records Requests (PRRs), and are not clarification questions regarding the present RFP</b> . PRRs submitted in accordance with Department policy will be honored. The posted time frames for Board responses to email questions for RFP clarification do not apply to PRRs. Potential proposers who choose to rely on responses to public records requests when preparing their proposals do so at their own risk.

<sup>1</sup> Department reserves the right to disregard any questions that are not properly titled.

<sup>2</sup> Board will disregard any questions which do not appropriately reference a RFP provision or location, or which do not include identification for the originator of the question. If Board determine that a question cannot be resolved by reference to any section of the RFP, Board may, at its discretion, make necessary additions or changes to the RFP by addendum or amendment. Board will not respond to any questions received after 10:00 a.m. on the date the Q&A period closes. (See Section 1.2 for closing date.)

<b>IMPORTANT</b>	<p>There is an established time period for the Q&amp;A process (see Section 1.2). Q&amp;A document will only answer those questions properly submitted within the stated time frame for submission of potential proposers' questions, and which pertain to issues of RFP clarity, and which are not requests for public records. Board is under no obligation to acknowledge incorrectly submitted questions.</p>
------------------	---

#### 1.4. Communication Prohibitions

From the issuance date of this RFP until the date Board awards a contract there may be no communications concerning the RFP between any potential proposer and any employee of Clark County, or any other individual regardless of their employment status, who is in any way involved in the development of the RFP or the selection of Contractor.

The only exceptions to this prohibition are as follows:

1. Communications conducted pursuant to Section 1.3, Q&A Period
2. For the purpose of conducting necessary business arising from a pre-existing or on-going business relationships;
3. As part of any proposer interview process initiated by Department;
4. Potential proposers may request that the RFP and all posted RFP documents be sent via U.S. mail;
5. Any Public Records Request (PRR) made through Department;
6. Notification of any changes or announcements related to this RFP through Department vendor notification list; and,
7. A public meeting of the Board of Clark County Commissioners at which the award of a contract(s), pursuant to this RFP has been placed on the agenda for discussion.

**\*Important Note:** Amendments to the RFP or to any documents related to it will be accessible to interested potential proposers through the original web page established for the RFP. All interested potential proposers must refer to that web page regularly for amendments or other announcements. Board may not specifically notify any potential proposer of changes or announcements related to this RFP except as provided in Section 1.3. It is the affirmative responsibility of interested potential proposers to be aware of and fully respond to all updated information posted on Department designated web page. Potential proposers without access to the web page established for the RFP may request that amendments to the RFP or related documents be sent to them by via email by Clark\_Contract\_Development@jfs.ohio.gov.

Board and Department not responsible for the accuracy of any information regarding this RFP that was obtained or gathered through a source not authorized for this RFP. **Any attempts at prohibited communications by potential proposers shall result in the disqualification of those providers' proposals and shall prohibit the potential provider from entering into any contractual relationship for services requested through this RFP for the duration of the RFP period. A proposer may also be disqualified for failing to take reasonable steps to prevent its employees, agents, and business associates from making communications that would be prohibited if made directly by that provider's authorized representatives.**

## 2. Scope of Work

Department seeks to fund one or more contractors/sub-grantees who will provide Soft Skills in the Workplace/Job Readiness workshops to assigned customers as well as a full-time Computer Lab Assistant. The following requirements must be met:

Soft Skills in the Workplace/Job Readiness:

- The goal of the job readiness workshops are to help each participant successfully transition toward personal responsibility and self-sufficiency;

- Five modules should be taught on a rolling basis with the same module taught in each class per day to assigned customers;
- Initial expectation is that these modules will be taught virtually with the ability to switch to in-person upon Department's request. Some modules may continue to be taught virtually even after others have been switched to in-person;
- Classes shall be held at Department or virtually from 10:30 a.m. to 12:30 p.m., and 1:30 p.m. to 3:30 p.m.;
- Preferred areas of curriculum include:
  - Conflict Resolution and Problem Solving Concepts
  - Goal Setting/Time Management
  - Employer Expectations/Work Ethic
  - Communication/Interpersonal Skills
  - Financial Life Skills
- Department determines eligibility and assigns customers to classes and the computer lab as appropriate;
- Instructors must cooperate with Department case management staff regarding referral and progress throughout the classes and to address any issues that arise;
- Contractor staff must be available to attend State hearing and provide supporting documentation and/or testimony regarding assigned customers' participation and progress if necessary.

#### Computer Lab Assistant:

- Oversees the Department computer lab while it is open to assigned customers 8:00 a.m. to 4:00 p.m. Initially open computer lab will not be open, but upon re-opening the lab times are subject to change at the Department's request;
- Assists customers in person or virtually with basic computer lab literacy including:
  - Logging in
  - Establishing e-mail accounts
  - Assistance with editing documents
  - Accessing employment related tutorials and job applications
  - Assistance with printing
- Provides two (2) hours of classroom instruction on navigation of the State's Enhanced OhioMeansJobs (e-OMJ) portal three (3) times a week. Initial expectation is that these classes will be taught virtually with the ability to switch to in-person upon Department's request.
- Collect attendance sheets for work-required customers assigned to the computer lab when requested by Department.

#### 2.1. Target Population

The target population for the job readiness modules will include with Ohio Works First (OWF) applicants/participants, Seek Work participants, Comprehensive Case Management and Employment Program (CCMEP) participants, Food Assistance Employment and Training (FAET) participants, Able Body Adults without Dependents (ABAWDs) participants, and OMJ Universal Customers. The target population for the e-OMJ classes and open computer lab will include OWF applicants/participants, Seek Work participants, FAET participants, ABAWDs participants, and OMJ Universal Customers.

The Department anticipates 400 customers for all services combined.

#### 2.2. Demonstration of Experience

Proposers must have experience working with the target population providing them the same or similar services or programming as described in the scope of work. They should demonstrate that these minimum prior experience requirements are met:

1. The capacity to undertake the scope of work in their response, based on demonstrated history of successfully completing similar or related work with the targeted service population;

2. The capacity to undertake the scope of work in their response, based on an organizational structure with adequate facilities, fiscal controls and other resources;
3. An appropriate management structure and staffing as documented in a current organizational chart/Table of Organization, a description of the key positions and the work each performs and the credentials/resume(s) of the people filling the key positions; and
4. Demonstrate a minimum of three years of experience working with children and families.

### 2.3. Specification of Deliverables

**Selected proposer(s) must define at least five (5) specific deliverables - three (3) deliverables related to Soft Skills delivery and two (2) related to the computer lab program.** Deliverables are the services the proposer intends to provide through their program. These deliverables should be quantifiable. The Deliverables should be what the proposer considers to be the primary or key elements of delivering their services.

Whenever possible the Deliverables should be quantified. The provided Deliverables will be a provided basis for assessing program performance during Department monitoring and in Department Quarterly Reports.

**It is required that the proposal specify how data or other information will be collected and compiled for each Deliverable.** Department will review during monitoring whether procedures for Deliverables data collection and compilation are being followed.

### 2.4. Expected Outcomes

**Selected proposer(s) must define at least three (3) established outcomes that measure a direct, positive impact on the assigned customers.** Outcomes must be aligned with demonstrating the effectiveness and positive impact of the services on the individual customers utilizing them. Outcomes are a statement of what the proposer expects to result from the program for individual participants or the community to be served. Often Outcomes are tied to one or more of the Deliverables.

A list of potential outcomes has been provided below. Department expects positive impacts in the following areas:

- Participants will demonstrate improvement and understanding of employment soft-skills including, but not limited to, change in attitude and workplace behaviors, interviewing skills, appropriate work attire, time management, organizational skills and arriving on time;
- Participants will demonstrate their knowledge of budgeting and financial management;
- Participants will successfully attend each assigned module and all assigned computer lab hours.

Care should be taken to ensure that the outcomes to be measured are directly related to the program. How outcomes are measured can significantly affect how the results should be interpreted. The use of questions and measures from existing survey instruments is strongly recommended, especially if such instruments have proven validity.

**It is required that the proposal also specify how data or other information will be collected and compiled for each Outcome.** Department will review during monitoring whether procedures for Outcomes data collection and compilation are being followed.

### 2.5. Reporting Requirements

Each selected Proposer will have reporting finalized in the contract. At a minimum, provider will report status of work to Department quarterly. Details should be given as to the number of customers served, status of deliverables, status of specified outcome measures, and program effectiveness. The specific number of reports, the data elements to be included, and the frequency of reports is at the discretion of Department.

### **3. Format for Organization of the Proposal**

In order to conduct a fair and complete evaluation of proposals, proposers must follow the required format below. If specifically requested, proposer must provide the Board with additional information. The proposer's technical proposal must contain the following components, at minimum. It is mandatory that proposals be organized in the following order and that wherever appropriate, sections/portions of the proposal make reference by section number to those RFP requirements to which they correspond.

#### **3.1. Technical Proposal**

**Proposer must use the format listed below in order to submit a technical proposal.**

**A. Required Vendor Information and Certifications**

Cover Page	<p>This must include:</p> <ol style="list-style-type: none"> <li>1. RFP number;</li> <li>2. Title;</li> <li>3. The complete vendor name and mailing address, and;</li> <li>4. The amount of funding requested by the vendor under this RFP.</li> </ol>
Cover Letter	<p>Cover Letter must include:</p> <ol style="list-style-type: none"> <li>1. Telephone number,</li> <li>2. Name and title of the person Department should contact regarding the proposal.</li> </ol> <p>Must indicate the proposer will comply with all requirements of the RFP.</p> <p><b>An authorized representative capable of binding the organization must sign the Cover Letter.</b></p>
Table of Contents	<ol style="list-style-type: none"> <li>1. Provide sufficient detail so Proposal Review Team (PRT) members can locate all the important elements of your document readily.</li> <li>2. Identify each section of your response as outlined in the proposal package.</li> </ol>
Conflict of Interest	<ol style="list-style-type: none"> <li>1. Each proposer shall include a statement indicating whether or not their organization or any of the individuals performing work for their organization has any possible conflict of interest or perceived conflict of interest and, if so, the nature of that conflict.</li> </ol> <p>Board reserves the right to cancel the award if any interest disclosed from any source could either give the appearance of a conflict or cause speculation as to the objectivity of the program.</p> <p><b>Board and Department determination is final.</b></p>
Mandatory Disclosures	<p>Proposer must disclose whether its performance, or the performance of any proposed subcontractor(s), under contracts for the provision of services that are the same or similar to those to be provided for the project (which is the subject of this RFP) has resulted in any "formal claims" for breach of those contracts within the past five years. For purposes of this disclosure, "formal claims" include but are not limited to any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), assigned to mediation, or any claims that resulted in termination of a contract. If any such claims are disclosed, proposer shall fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration or mediation regarding those claims, including terms of any settlement. If no such claims have been experienced by proposer within the past five years, so indicate.</p>

	Proposer must indicate whether it or any of its proposed subcontractor(s) have been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to proposer's performance of services similar to those described in this RFP. If any such instances are disclosed, proposer must fully explain, in detail, the nature of the government action, the allegations that led to the government action, and the results of the governmental action including any legal action that was taken against proposer by any governmental agency. If no such governmental actions have been experienced by proposer, so indicate.
Financial Statement	<ol style="list-style-type: none"> <li>1. Proposer shall submit a copy of its most recent audited or compiled financial statements, which must have been completed by a Certified Public Accountant (CPA).</li> <li>2. Proposer shall also submit the name, address, and telephone number of a contact in the company's principal financing or banking organization.</li> </ol>
Executive Summary	<ol style="list-style-type: none"> <li>1. Proposer must provide a brief description of the organization. This brief description must include:             <ol style="list-style-type: none"> <li>a. History of organization;</li> <li>b. Number of years the organization has been in business;</li> <li>c. Type of services provided;</li> <li>d. Legal status of vendor organization (i.e. corporation, partnership, sole proprietor) and;</li> <li>e. Federal Tax ID number.</li> </ol> </li> </ol> <p>Proposer should provide a high-level overview of its approach, the distinguishing characteristics of its proposal, and the importance of this project to proposer's overall operation.</p>
Required Forms	<p>Proposer must complete and sign all of the following:</p> <ol style="list-style-type: none"> <li>1. Contractor Assurances Form;</li> <li>2. Campaign Contribution Form;</li> <li>3. Personal Property Tax Form;</li> <li>4. Independent Contractor Worker Acknowledgment (if required<sup>3</sup>);</li> <li>5. Certification of Compliance with County Insurance Requirements; and,</li> <li>6. Non-Collusion Affidavit.</li> </ol> <p><b>Forms can be found on the Department website under "<a href="#">RFP-Related Documents</a>" section.</b></p>

B. Proposer Experience and Qualifications

Vendor Qualifications	<ol style="list-style-type: none"> <li>1. Identify the qualifications that you bring to this project.</li> <li>2. Explain what differentiates your services from others.</li> <li>3. Describe your projected contact points with Department and Board, including types of communications and level of interface.</li> </ol>
Prior Experience	<ol style="list-style-type: none"> <li>1. Provide an explanation of your capacity to undertake the scope of work based on demonstrated history of successfully completing similar or related work with the targeted service population(s).</li> <li>2. Provide a description of your experience working with youth and knowledge of the needs of these individuals within their respective county.</li> <li>3. <i>IF APPLICABLE: Provide an explanation of your past performance in these areas with Department and if your outcomes were reached.</i></li> </ol>

<sup>3</sup> Form is only required if the proposer is a sole-proprietor, corporation, or organization with less than five (5) full-time employees.

	<p>4. Provide an explanation of your capacity to undertake the scope of work based on an organizational structure with adequate facilities, fiscal controls, staff, equipment, research tools, administrative and other resources.</p>
Personnel <sup>4</sup>	<p>1. Provide a position description for each of the key positions, the work each position performs, and the name of the individual(s) filling each position. All proposed key project personnel must be identified in the proposal. Each person's role is to be identified and documented in the following format:</p> <ul style="list-style-type: none"> <li>a. Name</li> <li>b. Position with company</li> <li>c. Role in the project (Including accountability for completion of components or deliverables of the proposal)</li> <li>d. Experience with the specific tasks being proposed</li> <li>e. Work history on similar projects</li> <li>f. Relevant Education, Licenses and/or Certifications</li> <li>g. Legal Relationship with the Prime Contractor (Such as full time employee, part time employee, volunteer, or subcontractor)</li> </ul> <p>2. Provide an organizational chart including all the personnel assigned to accomplish the work described in your proposal.</p> <p>3. Designate and identify the person responsible and accountable for the completion of each component and deliverable of the proposal.</p>
Subcontractors	<p>Subcontractors may be used to perform work under this contract. Substitution of one subcontractor for another shall be made only at the discretion of Board/County, with prior written approval. Proposers will be responsible for the subcontractors meeting all terms and conditions of the specifications. <i>See below for more information on Subcontractors (Section 3.1(B)(i)).</i></p>

#### i. **Subcontractor Identification and Participation Information**

Proposers must clearly identify the subcontractor(s) that will be used if its proposal is selected. Additionally, Proposers must highlight the subcontractors' tasks in the submitted proposal with sufficient detail to decipher their exact role in the proposed program. The subcontractors provided are under the same legal obligations outlined in this RFP that the Proposer is subject to. Proposals must also include a letter from the proposed subcontractor(s), signed by a person authorized to legally bind the subcontractor, indicating the following:

1. The subcontractor's legal status, federal tax ID number, and principle business address;
2. The name, phone number, email address and fax number of a person who is authorized to legally bind the subcontractor to contractual obligations;
3. A complete description of the work the subcontractor will do;
4. A commitment to do the work, if the provider is selected;
5. A statement that the subcontractor has read and understands the RFP, the nature of the work, and the requirements of the RFP.

Letters submitted in response to this provision should be included in the Attachments section (see 3.1(D)).

<sup>4</sup> The Board reserves the right to approve or disapprove any change in the successful proposer's project personnel whose participation is specifically offered in the proposal. This is to assure that persons with vital experience and skill are not arbitrarily removed from the project by selected Vendor.

C. Administrative Structures and Scope of Work

Scope of Work, Solution, Project Narrative	<p>Describe your program to the fullest extent possible.</p> <ol style="list-style-type: none"> <li>1. Tell us how you will: <ul style="list-style-type: none"> <li>- Provide Job Readiness Training Services in-person and virtually;</li> <li>- Address the 5 Areas of Curriculum listed;</li> <li>- Communicate with staff about referred customers in regards to progress, attendance, issues, etc.</li> </ul> </li> <li>2. Tell us how you will: <ul style="list-style-type: none"> <li>- Provide Basic Computer Literacy &amp; e-OMJ education in-person and virtually;</li> <li>- Provide onsite computer lab monitoring when this service is re-opened at the OMJ</li> </ul> </li> <li>3. Tell us how the referred target population will be served and monitored for progress.</li> </ol>
Deliverables	<ol style="list-style-type: none"> <li>1. A deliverable is a service you intend to provide, expressed in measurable terms.</li> <li>2. Section 2.3 requires that proposers define a minimum of five (5) deliverables. Describe your deliverables in specific and, to the extent possible, measurable terms.</li> </ol>
Outcomes	<ol style="list-style-type: none"> <li>1. Outcomes are what you expect to result from the services you provide, expressed in measurable terms.</li> <li>2. Section 2.4 requires proposers define a minimum of three (3) expected outcomes to be achieved. What are the outcomes you intend to achieve through your programs(s)?</li> <li>3. Please describe how you will accomplish the outcomes listed in #2.</li> <li>4. Describe how you intend to measure the outcomes proposed and the measurement tools to be used.</li> </ol>
Methodology	<ol style="list-style-type: none"> <li>1. Describe the methodology you would use to carry out this project, and the reason for selecting this methodology. Detail the tasks to be undertaken.</li> </ol>
Evaluation Plan	<ol style="list-style-type: none"> <li>1. How will you assess the progress of your project while it is underway?</li> <li>2. How will you adjust your program while it is underway to improve services based on your assessment of progress?</li> </ol>
Management Approach	<ol style="list-style-type: none"> <li>1. Describe your management approach and your project management organizational structure including reporting levels and lines of authority.</li> </ol>
Project Control	<ol style="list-style-type: none"> <li>1. Provide a description of your approach to project control, include: <ol style="list-style-type: none"> <li>a. Details of the methods used in controlling project activities.</li> <li>b. Describe your status reporting methodology including details of written and oral progress reporting.</li> </ol> </li> </ol>
Risk Management	<ol style="list-style-type: none"> <li>1. Identify the pertinent issues as well as the potential risks and problems, which in your experience occur on projects of this type.</li> <li>2. Identify steps that can be taken to avoid or mitigate these problems and steps to be taken should the problem occur.</li> <li>3. Describe activities included in your project plan to reduce the occurrence, severity and impact of events or situations that can compromise the attainment of any project objective.</li> </ol>
Risk Mitigation	<ol style="list-style-type: none"> <li>1. Identify steps that can be taken to avoid or mitigate any problems and steps to be taken should the problem occur.</li> <li>2. Incorporate activities in the project plan to reduce the occurrence, severity, and impact of events or situations that can compromise the attainment of any project objective.</li> </ol>

#### D. Attachments

1. Letters from proposed subcontractors should be included in this section. (See 3.1(B)(i))
2. Proposers must submit **(3) letters of reference** for similar projects it has completed.
3. Letters must include: **the name and telephone number** of an individual who can provide additional information about the similar projects completed. There is a limit of one (1) total reference from any Clark County government agency (including Board of Clark County Commissioners and other appointing authorities [e.g. Courts, Sheriff, Prosecutor, etc.]). NOTE\* Department may NOT be used as a reference.
4. Provide a chart which outlines the project schedule including all project activities and deliverables and the timeframes for completion of each.
5. Any other information thought to be relevant to the Technical Proposal, but not applicable to a specific RFP section number/letter may be provided as an attachment to the proposal. Department reserves the right not to review submitted attachments which include information or materials not required in the RFP.

#### 3.2. Cost Proposal

**Estimated proposal prices are not acceptable. Proposer must use the format listed below in order to submit a cost proposal.**

Submittals	<ol style="list-style-type: none"> <li>1. Proposers must complete, sign, and submit Submittals A1, A2 and A3. (The template for Submittals A1-A3 can be found on the Department website in the “RFP-Related Documents” section).</li> </ol>
Narrative on Related Costs	<ol style="list-style-type: none"> <li>1. Proposers must submit a detailed narrative, which demonstrates how costs are related and why they are necessary to the proposed program           <ol style="list-style-type: none"> <li>a. The narrative must detail the amount of money being requested from Department.</li> <li>b. The narrative should also describe the reasoning behind percentages of expenses allocated to this program, and the percentage allocations to the Administrative, Direct, and Support categories for each expense.</li> <li>c. If proposer is requesting to be reimbursed on a unit rate basis, the narrative should clearly articulate the desired unit rate and the methodology used in calculating the unit rate.</li> <li>d. Does the money being requested from Department represent more than 50% of your total program cost?</li> </ol> </li> </ol>
Payment Schedule	<ol style="list-style-type: none"> <li>1. Proposer must include a proposed schedule of payments.</li> <li>2. The trigger for payment for each cost must be identified (e.g. timing, deliverable).</li> </ol>
Narrative describing Non-Department funding streams	<ol style="list-style-type: none"> <li>1. Proposers shall submit a detailed narrative describing all non-Department funding received from any source that funds any part of the proposed project.</li> <li>2. Proposer must include the percentage of the total project cost of each funding source.</li> <li>3. Please provide a list of all entities that provide funding income to your organization.</li> </ol>

-Proposer must take note that “profit” will be a separately negotiated element of price pursuant to OAC 5101:9-4-07, if Contractor/Sub-grantee is a for-profit organization.

#### A. Unallowable Costs

Proposers must not include any expenses in Cost Proposals which are unallowable under laws or regulations relating to the funding source to be used. If there is a dispute regarding whether a certain item of cost is unallowable, Board/County's decision is final.

For the purposes of this RFP, “allowable” and “unallowable” program costs are itemized in the following:

1. For Non-Profit Organizations:

OMB Circular A-122, “Cost Principles for Non-Profit Organizations”

2. For State, Local, and Indian Tribal Governments:

OMB Circular A-87, “Cost Principles for State, Local, and Indian Tribal Governments”

3. For Colleges and Universities:

OMB Circular A-21, “Cost Principles for Educational Institutions”

B. Contract/Sub-grant Agreement Period and Funds Availability

Board/Department is seeking, at their discretion, to award contract(s) to be effective October 18, 2020, and to conclude no later than September 30, 2021.

#### 4. Proposal Submission

Board and Department prefers proposal submissions in electronic format. Vendors not capable of providing their submission electronically can arrange for hard copy drop off, when the request has been made by phone at least twenty-four (24) hours prior to the drop off time. The proposal must be prepared and submitted in accordance with instructions found in this Section. The proposal submission must be comprised of:

Electronic Copy of Proposal	<p>The electronic copy must be submitted via e-mail. The electronic copy can be PDF, Word, or Excel format, or other formats that are compatible with Microsoft Office.</p> <p><u>It is preferred that proposers submit Budget Submittals A1-A3 in Microsoft Excel format, the Technical Proposal in Microsoft Word format, and all other documents in PDF format.</u></p>
-----------------------------	--

1. The electronic copy of the Technical and Cost Proposal shall be submitted via e-mail to [Clark\\_Contract\\_Development@jfs.ohio.gov](mailto:Clark_Contract_Development@jfs.ohio.gov), and the subject line must read: “PROPOSAL ENCLOSED FOR RFP # 21-SFY-01 SUBMITTED BY [PROPOSER’S NAME HERE].”
2. For vendors not capable of providing their proposal electronically, please contact Assistant Director, James Williams, at (937) 631-1209 to schedule an appointment to deliver a hard copy proposal. The request shall be made at least twenty-four (24) hours prior to the drop off time. The hard copy shall be submitted in a sealed envelope and labeled: “PROPOSAL ENCLOSED FOR RFP # 21-SFY-01 SUBMITTED BY [PROPOSER’S NAME HERE].”
3. Proposals must be submitted no later than 10:00 a.m. on September 3, 2020. Faxed submissions will not be accepted. There are no exceptions to this deadline, and proposals received after the deadline will be immediately rejected.
4. Board and Department are not responsible for proposals incorrectly addressed or for proposals delivered to any location other than the e-mail address specified on the cover sheet of this RFP.
5. Submission of a proposal indicates acceptance by the proposer of the conditions contained in this RFP, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between the respective Board/Department and the proposer selected.

#### 5. Proposal Review, Scoring, and Contract Award

Board will contract on behalf of Department with the proposer(s) that best demonstrate the ability to meet requirements as specified in this RFP. Proposers will be evaluated based on the capacity and experience demonstrated in their technical and cost proposal. All qualifying proposals will be reviewed and scored by a Proposal Review Team (PRT) comprised of representatives of Department. Proposers should not assume that the review team members are familiar with any past or current work activities with Department, Board, or any other County agencies. Proposals containing assumptions, lack of detail, poor organization, lack of proofreading, and unnecessary use of self-promotional claims will be evaluated accordingly. PRT members will be required to sign disclosure forms

to establish they have no personal or financial interest in the outcome of the proposal review and contractor selection process.

Board's selection of proposal(s) for contract will be based on Department's evaluation and grading. Board reserves the right to reject any and all proposals, in whole or in part, received in response to this request. The PRT may waive minor defects that are not material when the intent is not unreasonably obscured.

### 5.1. Scoring of Proposals

In scoring the proposals, Department will score in three phases. Once proposals enter into Phase I they are considered, for the purposes of this RFP, to be in the "review process."

#### **Phase I. Review – Initial Qualifying Criteria:**

In order to be fully reviewed and scored, proposals submitted must pass Phase I review. Any "no" for the following Phase I criteria triggers a Board/County elimination of proposal from further consideration:

1. Was the proposal received by the deadline?
2. Did proposer submit an electronic copy?
3. Does the technical proposal include all required certifications and forms required by Section 3.1(A) of the RFP?
4. Does proposer affirmatively indicate that it is not on the federal debarment list, and it is fiscally solvent?
5. Does Department's review of the Auditor of State and SAM.gov websites verify that proposer is not excluded from contracting with Board/County?

#### **Phase II. Review – Criteria for Scoring the Technical and Cost Proposal:**

The PRT will then score qualifying technical and cost proposals not eliminated by Board/County in Phase I. The PRT will assess how well proposer meets the requirements as specified in Section 3.1 of this RFP. Using the Technical and Cost Proposal Scoring Sheet for Phase II scoring, the PRT will read, review, and discuss the proposals and reach consensus on the final score for each qualifying proposal.

#### **Phase III: Review by CCDJFS Director and/or Board:**

**See Section 5.3 Final Selection**

### 5.2. Review Process Caveats

Board reserves the right to reject any and all proposals, in whole or in part, received in response to this request. Board may waive minor defects in the RFP that are not material when no prejudice will result to the rights of any proposer or to the public. Board may, at its sole discretion, waive minor errors or omissions in proposers' proposals/forms when those errors do not unreasonably obscure the meaning of the content.

Board reserves the right to request clarifications from proposers regarding any information in their proposals/forms and may request such clarification as it deems necessary at any point in the proposal review process. Any such requests for proposal clarification when initiated by Board, and proposers' verbal or written response to those requests, shall not be considered a violation of the communication prohibitions contained in Section 1.6 of this RFP. Such communications are expressly permitted when initiated by Board but will be initiated at the sole discretion of Board.

Should Board determine a need for interviewing proposers prior to making a final selection, notwithstanding the fact that no two proposals have received substantially similar scoring in accordance with Section 5.1, Board may exercise its discretion to interview proposers, and results to interview questions shall be scored in a manner similar to the process described in Section 5.1, Scoring of Proposals Phase II Review, above. Such scored results may be either added to those proposers' proposal scores, or will replace certain criteria scores, at the discretion of Board. The standards for scoring the interviews and the method used for considering the results of the interviews shall be applied consistently for all proposers participating in the interview process for that RFP.

Board reserves the right to negotiate with proposers for adjustments to their proposals should Board determine, for any reason, to adjust the scope of the project for which this RFP is released. Such communications are not violations of any communications prohibition, and are expressly permitted when initiated by Board, but are at the sole discretion of Board.

In Board's sole discretion, any proposer deemed not responsible, or any proposer(s) submitting a proposal deemed non-responsive to the terms of this RFP, shall not be awarded the contract.

### 5.3. Final Selection

The Proposal Review Team will make a recommendation to the Director to award contract(s) to one or more proposers. Director will make a final selection of contractor(s) to be recommended to Board. To make the final selection, Director may consider proposal quality, reasonableness and appropriateness of proposed budget, funding available, and past contract/subgrant performance. Board maintains the right to accept or reject Director's recommendation.

## 6. Protests

Any potential or actual proposer may file a protest on any matter relating to the process of soliciting the proposals or on the belief that Department have not followed procedures outlined in this RFP. Such a protest must comply with the following guidelines:

1. Protests shall be in writing and shall contain the following information:
  - a. The name, address, and telephone number of the protestor;
  - b. The program name and number of the RFP being protested;
  - c. A detailed statement of the legal and factual grounds for the protest, including copies of any relevant documents;
  - d. A request for a ruling by Department;
  - e. A statement as to the form of relief requested from Department; and
  - f. Any other information the protestor believes to be essential to the determination of the factual and legal questions at issue in the written protest;
2. A protest shall be considered timely if received within the following periods:
  - a. A protest based on alleged improprieties or events about which the protestor knew or could have reasonably discovered, prior to the closing date for receipt of proposals, shall be filed no later than the deadline for receipt of proposals.
  - b. If the protest relates to the PRT's or the Director's recommendation to award a contract or to reject any or all proposals, the protest shall be filed no later than 9 a.m. of the seventh (7<sup>th</sup>) calendar day after the issuance of the notification of Intent to Award the contract or the notification of Intent to Reject all proposals, whichever is applicable.
3. An untimely protest may be considered by Department if it determines that the protest raises issues significant to Department's procurement system. An untimely protest is one received by Department after the time periods set forth in Item 2 of this section.
4. All protests must be filed at the following location via email to:

[Virginia.Martycz@jfs.ohio.gov](mailto:Virginia.Martycz@jfs.ohio.gov)

5. When a timely protest is filed, a contract award shall not proceed until a decision on the protest is issued or the matter is otherwise resolved, unless Board determines that a delay will severely disadvantage Board. Proposer(s) who would have been awarded the contract(s) shall be notified of the receipt of the protest.
6. Board shall issue written decision on all timely protests and shall notify any provider who filed an untimely protest as to whether or not the protest will be considered.

7. Proposers who choose to rely on responses to public records requests when preparing their protests do so at their own risk.

## **7. Additional Documents and Clauses**

### **7.1. Changes to the RFP**

Material changes to this RFP will be provided via the agency website. Proposers are responsible for obtaining any such changes without further notice by Board.

### **7.2. Proposal Costs**

Costs incurred in the preparation of this proposal are to be borne solely by proposer. Counties will not contribute in any way to the costs of the preparation of the proposal, associated documents, or any other items/documents related to this RFP. Any costs associated with interviews will also be borne by proposer and will not be County's responsibility.

### **7.3. Proposal Submissions as Public Record**

Following submission of a proposal, all proposals submitted may become part of the public record. It is the responsibility of the proposer to remove all personal confidential information (such as home addresses and social security numbers) of proposer's staff and/or of any subcontractor and subcontractor staff from the proposal package. Board reserves the right to disqualify any proposer whose proposal is found to contain personal confidential information. The proposer shall be responsible for any and all information disclosed in the proposal submission and any or all information released by Department in any public records requests.

### **7.4. Contractual Requirements**

Any contract/subgrant resulting from the issuance of this RFP is subject to the terms and conditions as provided in the sample contract/subgrant, which can be found on the website dedicated to this RFP.

Payments for any and all services provided pursuant to an awarded contract/subgrant are contingent upon the availability of state and federal funds.

All aspects of the contract/subgrant apply equally to work performed by any and all subcontractors.

Contractor, and any subcontractor(s), will not use or disclose any information made available to them for any purpose other than to fulfill the contractual duties specified in the RFP. Contractor, and any subcontractor(s), agrees to be bound by all of the confidentiality, disclosure and safeguarding requirements of the Ohio Revised Code and the Ohio Department of Job & Family Services, including, but not limited to those stated in the Ohio Revised Code Sections 5101.26, 5101.27, 5101.272, 5101.28, 5160.45, 42 Code of Federal Regulations Sections 431.300 through 431.307 and Ohio Administrative Code Section 5101:1-1-03 and 5160:1-1-01.1. Disclosure of information in a manner not in accordance with all applicable federal and state laws and regulations is deemed a breach of the contract and subject to the imposition of penalties, including, but not limited to, the penalties found in Revised Code Section 5101.99. Contractor must maintain the required insurance coverage throughout the entirety of the contract/subgrant period.

No employee designated in a proposal as "key personnel" or any employee identified as critical to the success of the project can be removed without reasonable notice to county, and replacements will not be made without county approval.

Contractor will establish safeguards to prohibit employees from using their positions for a purpose that is or gives the appearance of being motivated by desire for private gain for themselves or others, particularly those with whom they have family, business or other ties.

## 7.5. Limitations

**The award of a contract(s) is contingent upon the approval of Board. No contract shall be valid and legal until it has been approved and executed, in signature, by Board.**

This RFP does not commit Board to award a contract or to pay any cost incurred in the preparation of a proposal. Board reserves the right to accept or reject any or all proposals received, to negotiate services and cost with proposers, and to cancel in part or in its entirety this RFP.

Board will review each proposal with respect to price, proposer's administrative and programmatic capabilities, and conformance to the RFP criteria. Board may reject all responses if proposed rates are unreasonable or if proposers do not meet the RFP acceptance criteria. All proposals submitted in response to the RFP will become the property of Board.

Proposal selection does not guarantee that a contract for services will be awarded. Board reserves the right to terminate the negotiation process in the event that negotiations fail with proposer whose proposal is selected and/or issues arise during negotiations that prevent Board from entering into a contract with that proposer. If this happens, Board, in their sole discretion, reserves the right to: (1) select the next highest rated proposer that responded to the RFP or (2) cancel and/or reissue the RFP.

## 7.6. Compensation Structure

Board agrees that reimbursement of all costs will be dependent upon the contractor's/sub-grantee's performance in the delivery of services specified in the approved budget, once the contract/sub-grant agreement is awarded.

Payment shall be made by the Clark County Auditor upon proper presentation of request, when approved by Department and the contractor/sub-grantee. Payment shall be made in one of two ways:

1. Direct Cost: Payment shall be made on a direct cost reimbursement basis. Department recognizes only those expenses that have actually occurred; invoices must be submitted as a request for reimbursement of actual cash expenditures. **OR**
2. Unit Cost: Payment shall be made on a unit cost, fee for service, reimbursement basis. The unit cost represents a true measure of the actual cost of providing the contracted number of units of service. Unit cost contractors may be asked to reconcile revenue against the total actual expenditures and reimburse Department for over-budgeted expenses on a quarterly basis.

Proposers must define their preferred payment method in their proposal.

Board recognizes only those expenses that have actually occurred; invoices must be submitted as a request for reimbursement of actual cash expenditures. Additionally, the contractor/sub-grantee must submit copies of paid sub-contractor invoices in order to be reimbursed for those service costs.

## 8. Forms

### 8.1. Contractor Assurances Form

Form is located online. To view this form, [click here](#).

### 8.2. Campaign Contribution Declaration

Form is located online. To view this form, [click here](#).

### 8.3. Personal Property Tax Statement

Form is located online. To view this form, [click here](#).

### 8.4. Independent Contractor/Worker Acknowledgment

Form is located online. To view this form, [click here](#).

**8.5. Certification of Compliance with County Insurance Requirements**

Form is located online. To view this form, [click here](#).

**8.6. Non-Collusion Affidavit**

Form is located online. To view this form, [click here](#).

**8.7. Submittals A1-A3 Instructions and Forms**

Instructions for A1-A3 are located online, to view these instructions, [click here](#).

Forms for A1-A3 are located online, to access these forms, [click here](#).